RETURN TO PRODUCT BULLETIN TABLE OF CONTENTS
RETURN TO CD-ROM TABLE OF CONTENTS

PRODUCT BULLETIN

Product(s):	Fabius Tiro
Bulletin Number:	157
Release Date:	November 7, 2003
Pages:	3

Subject: Tiro U.S. Release

I am very pleased to announce that the Fabius Tiro anesthesia machine was released for sale in the U.S. market on October 3, 2003.

Product Concept
The Fabius Tiro is a light-weight, compact anesthesia machine with two support options – wall mount or trolley (cart).

The core module (the anesthesia delivery system without support option – see figure 1) is based on the Fabius GS and uses virtually all of the same components.

The market segment in which the machine will be used determines the configuration (number and type of gases, support option, etc.)

Product Positioning
In the U.S., the main target market for Tiro is the free-standing outpatient surgery center segment. These facilities are independently owned and operated (not owned or managed by a hospital), are more price sensitive than hospitals and hospital owned outpatient surgery centers, and will often purchase refurbished equipment as a result.

In addition to the free-standing outpatient surgery centers, we are targeting remote anesthetizing locations within the main hospital (i.e., outside of the main O.R.) For example: induction room (mostly pediatric hospitals), cath lab, special procedure rooms, labor & delivery.

Product Configuration
Basic machine configuration (U.S.) - $20,555.00
Includes: Trolley (cart)
3 gas pipeline inlets
2 pin index cylinder yokes
auxiliary O2 flowmeter
Draeger vaporizer mount
patient airway pressure gauge

Promotions – 2003
1. Fabius Tiro + 6802 monitor + Accessories - $29,900
2. Fabius Tiro + 6802 monitor + Vamos + Accessories - $34,800

Contact Barry Feldman, Modality Manager Outpatient Care at ext. 2873 or feldmanb@draegermed.com, for more information on these promotions.

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Differences Between Fabius GS and Fabius Tiro:
The Tiro has essentially the same functionality as the Fabius GS with the following differences:

- 1 vaporizer in-line mount
- Slim line cart profile, smaller footprint
- Volume control – standard, Pressure control – optional
- Wall mount or Cart (Trolley) available

Fabius GS	Fabius Tiro
Target: Traditional OR	Target: SurgiCenter, Remote / Mobile
2 Active Vaporizer Positions	1 Active Vaporizer Position
35”W x 51”H x 32”D	24”W x 54”H x 25”D
232 lbs.	245 lbs.
Full ventilation capabilities	Ventilation modes may be limited
No restrictions on vaporizer parking station placement	Vaporizer parking station must be mounted at bottom
Less restricted monitor combinations	Monitor combinations restricted
Pipelines in rear	Pipelines on side
Trolley mount only	Trolley or wall-mount
3 yokes: 2 O2 plus 1 N2O or 1 Air	1 or 2 yokes (trolley); O2 / N2O or just O2. Wall-mount has permanent tethered yoke for O2

Other than the differences noted above, the Fabius Tiro has the same features and functionality as does the Fabius GS, including:

- Electronic capture of fresh gas flow
- Low Flow Support

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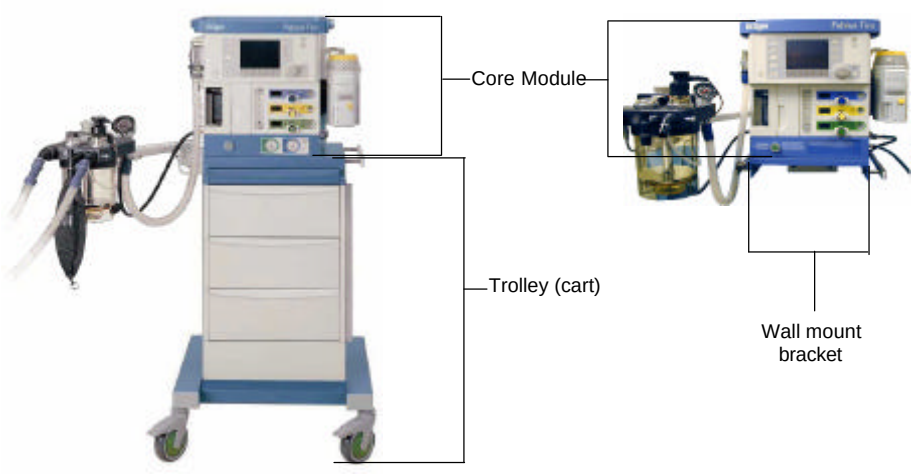
- Open platform architecture
- Battery backup
- Adjustable height breathing system
- Electrically driven ventilator
- Fresh gas decoupling

Figure 1



Please contact Christine MacMillan at ext. 2303 or macmillanc@draegermed.com, if you have additional questions.

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